201 BAN210IN CPN/VPR/BUYDOWN TRACKING/ANALYSIS 12/27/95 14:08
PROD BANLIB GEOGRAPHIC OVERVIEW

RSM

========== SELECTION CRITERIA ==========

TIME PERIOD: 95 12/16/95 thru 12/22/95
BRAND: FP TOTAL FULL PRICE
GEOGRAPHY: 16XX 16 BUFFALO REGION

| --GEOGRAPHY-- | % PV | AFV/CTN | ---TOT FV--- | -SALES COST- | -TOT ALLOC- | -REM ALLOC- |
|---|---|---|---|---|---|---|
| 16 BUFFALO RE | 27.1 | 2.60 | 278,127 | 284,251 | | |
| 1622 SYRACUSE | 11.4 | 2.62 | 53,055 | 54,933 | | |
| 1623 ALBANY N | 40.3 | 2.69 | 54,200 | 55,049 | | |
| 1626 BUFFALO | 58.6 | 2.58 | 141,970 | 144,697 | | |
| 1636 SPRINGFI | 10.9 | 2.54 | 8,778 | 8,876 | | |
| 1638 NASHUA N | 19.2 | 2.42 | 20,137 | 20,709 | | |
| 1640 BUFFALO | | | | | | |

Enter-PF1---PF2---PF3---PF4---PF5---PF6---PF7---PF8---PF9---PF10--PF11--PF12---
HELP CRITE LVLUP LVLDN NAV FILE EXIT

51862 1060

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201 BAN210IN CPN/VPR/BUYDOWN TRACKING/ANALYSIS 12/27/95 15:24
PROD BANLIB GEOGRAPHIC OVERVIEW

========== SELECTION CRITERIA ==========

TIME PERIOD: 95 12/16/95 thru 12/22/95
BRAND: SS TOTAL SAVINGS
GEOGRAPHY: 16XX 16 BUFFALO REGION

| --GEOGRAPHY-- | % PV | AFV/CTN | ---TOT FV--- | -SALES COST- | -TOT ALLOC- | -REM ALLOC- |
|---|---|---|---|---|---|---|
| 16 BUFFALO RE | 42.2 | 2.38 | 231,670 | 237,017 | 12,426,000 | 12,188,983 |
| 1622 SYRACUSE | 12.0 | 2.33 | 28,200 | 29,708 | | |
| 1623 ALBANY N | 62.5 | 2.20 | 23,847 | 24,324 | | |
| 1626 BUFFALO | 74.2 | 2.47 | 164,753 | 167,731 | | |
| 1636 SPRINGFI | 25.4 | 1.90 | 5,085 | 5,172 | | |
| 1638 NASHUA N | 40.0 | 2.05 | 9,789 | 10,088 | | |

Enter-PF1---PF2---PF3---PF4---PF5---PF6---PF7---PF8---PF9---PF10--PF11--PF12---
HELP CRITE LVLUP LVLDN NAV FILE EXIT

51862 1061

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201 BAN210IN CPN/VPR/BUYDOWN TRACKING/ANALYSIS 12/27/95 14:10
PROD BANLIB GEOGRAPHIC OVERVIEW MORE

========== SELECTION CRITERIA ==========

TIME PERIOD: 95 12/16/95 thru 12/22/95
BRAND: FP TOTAL FULL PRICE
GEOGRAPHY: 1622 1622 SYRACUSE DIVISI

| --GEOGRAPHY-- | % PV | AFV/CTN | ---TOT FV--- | -SALES COST- | -TOT ALLOC- | -REM ALLOC- |
|---|---|---|---|---|---|---|
| 1622 SYRACUSE | 11.4 | 2.62 | 53,055 | 54,933 | | |
| 162201 TERRIT | | 2.17 | 931 | 1,087 | | |
| 162202 TERRIT | | 2.08 | 2,294 | 2,740 | | |
| 162203 TERRIT | | 2.55 | 1,310 | 1,397 | | |
| 162204 TERRIT | | 3.22 | 16,315 | 16,437 | | |
| 162205 TERRIT | | 2.08 | 10,769 | 10,958 | | |
| 162206 TERRIT | | 2.41 | 4,560 | 4,901 | | |
| 162207 TERRIT | | 2.78 | 1,577 | 1,653 | | |
| 162208 TERRIT | | 2.46 | 1,217 | 1,311 | | |
| 162209 TERRIT | | 2.54 | 7,266 | 7,379 | | |
| 162210 TERRIT | | 2.00 | 1,028 | 1,080 | | |

Enter-PF1---PF2---PF3---PF4---PF5---PF6---PF7---PF8---PF9---PF10--PF11--PF12---
HELP CRITE LVLUP NAV PGUP PGDN FILE EXIT

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201 BAN210IN CPN/VPR/BUYDOWN TRACKING/ANALYSIS 12/27/95 14:10
PROD BANLIB GEOGRAPHIC OVERVIEW

========== SELECTION CRITERIA ==========

TIME PERIOD: 95 12/16/95 thru 12/22/95
BRAND: FP TOTAL FULL PRICE
GEOGRAPHY: 1622 1622 SYRACUSE DIVISI

| --GEOGRAPHY-- | % PV | AFV/CTN | ---TOT FV--- | -SALES COST- | -TOT ALLOC- | -REM ALLOC- |
|---|---|---|---|---|---|---|
| 1622 SYRACUSE | 11.4 | 2.62 | 53,055 | 54,933 | | |
| 162225 TERRIT | | 2.06 | 29 | 42 | | |
| 162229 TERRIT | | 2.44 | 899 | 1,057 | | |
| 162230 TERRIT | | 2.00 | 44 | 66 | | |
| 162262 MANAGE | | 4.00 | 4,800 | 4,800 | | |
| 162281 TERRIT | | 2.86 | 28 | 38 | | |

Enter-PF1---PF2---PF3---PF4---PF5---PF6---PF7---PF8---PF9---PF10--PF11--PF12---
HELP CRITE LVLUP NAV PGUP PGDN FILE EXIT

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PROD BANLIB GEOGRAPHIC OVERVIEW MORE

========== SELECTION CRITERIA ==========
TIME PERIOD: 95 12/16/95 thru 12/22/95
BRAND: SS TOTAL SAVINGS
GEOGRAPHY: 1622 1622 SYRACUSE DIVISI

| --GEOGRAPHY-- | % PV | AFV/CTN | ---TOT FV--- | -SALES COST- | -TOT ALLOC- | -REM ALLOC- |
|---|---|---|---|---|---|---|
| 1622 SYRACUSE | 12.0 | 2.33 | 28,200 | 29,708 | | |
| 162201 TERRIT | | 2.46 | 2,559 | 2,802 | | |
| 162202 TERRIT | | 2.17 | 6,052 | 6,346 | | |
| 162203 TERRIT | | 1.94 | 1,836 | 2,032 | | |
| 162204 TERRIT | | 2.74 | 7,020 | 7,073 | | |
| 162205 TERRIT | | 2.20 | 3,213 | 3,380 | | |
| 162206 TERRIT | | 1.90 | 951 | 1,203 | | |
| 162207 TERRIT | | 2.57 | 1,041 | 1,077 | | |
| 162208 TERRIT | | 2.15 | 540 | 596 | | |
| 162209 TERRIT | | 2.42 | 3,726 | 3,811 | | |
| 162210 TERRIT | | 2.25 | 931 | 973 | | |

Enter-PF1---PF2---PF3---PF4---PF5---PF6---PF7---PF8---PF9---PF10--PF11--PF12---
HELP CRITE LVLUP NAV PGUP PGDN FILE EXIT

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201 BAN210IN CPN/VPR/BUYDOWN TRACKING/ANALYSIS 12/27/95 15:31
PROD BANLIB GEOGRAPHIC OVERVIEW

========== SELECTION CRITERIA ==========

TIME PERIOD: 95 12/16/95 thru 12/22/95
BRAND: SS TOTAL SAVINGS
GEOGRAPHY: 1622 1622 SYRACUSE DIVISI

| --GEOGRAPHY-- | % PV | AFV/CTN | ---TOT FV--- | -SALES COST- | -TOT ALLOC- | -REM ALLOC- |
|---|---|---|---|---|---|---|
| 1622 SYRACUSE | 12.0 | 2.33 | 28,200 | 29,708 | | |
| 162225 TERRIT | | 2.00 | 27 | 41 | | |
| 162229 TERRIT | | 1.75 | 171 | 196 | | |
| 162230 TERRIT | | 2.00 | 20 | 30 | | |
| 162281 TERRIT | | 2.00 | 118 | 150 | | |

Enter-PF1---PF2---PF3---PF4---PF5---PF6---PF7---PF8---PF9---PF10--PF11--PF12---
HELP CRITE LVLUP NAV PGUP PGDN FILE EXIT

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201 BAN210IN CPN/VPR/BUYDOWN TRACKING/ANALYSIS 12/27/95 14:11
PROD BANLIB GEOGRAPHIC OVERVIEW MORE

========== SELECTION CRITERIA ==========
TIME PERIOD: 95 12/16/95 thru 12/22/95
BRAND: FP TOTAL FULL PRICE
GEOGRAPHY: 1623 1623 ALBANY NY DIVIS

| --GEOGRAPHY-- | % PV | AFV/CTN | ---TOT FV--- | -SALES COST- | -TOT ALLOC- | -REM ALLOC- |
|---|---|---|---|---|---|---|
| 1623 ALBANY N | 40.3 | 2.69 | 54,200 | 55,049 | | |
| 162301 TERRIT | | 2.62 | 5,424 | 5,424 | | |
| 162302 TERRIT | | 3.20 | 1,484 | 1,524 | | |
| 162303 TERRIT | | 2.85 | 10,604 | 10,806 | | |
| 162304 TERRIT | | 2.83 | 25,021 | 25,149 | | |
| 162305 TERRIT | | 2.76 | 1,710 | 1,804 | | |
| 162306 TERRIT | | 2.00 | 2,807 | 2,822 | | |
| 162307 TERRIT | | 2.66 | 1,497 | 1,591 | | |
| 162308 TERRIT | | 2.43 | 3,004 | 3,121 | | |
| 162309 TERRIT | | 2.85 | 431 | 477 | | |
| 162322 TERRIT | | 2.50 | 16 | 22 | | |

Enter-PF1---PF2---PF3---PF4---PF5---PF6---PF7---PF8---PF9---PF10--PF11--PF12---
HELP CRITE LVLUP NAV PGUP PGDN FILE EXIT

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201 BAN210IN CPN/VPR/BUYDOWN TRACKING/ANALYSIS 12/27/95 14:40
PROD BANLIB GEOGRAPHIC OVERVIEW

========== SELECTION CRITERIA ==========

TIME PERIOD: 95 12/16/95 thru 12/22/95
BRAND: FP TOTAL FULL PRICE
GEOGRAPHY: 1623 1623 ALBANY NY DIVIS

| --GEOGRAPHY-- | % PV | AFV/CTN | ---TOT FV--- | -SALES COST- | -TOT ALLOC- | -REM ALLOC- |
|---|---|---|---|---|---|---|
| 1623 ALBANY N | 40.3 | 2.69 | 54,200 | 55,049 | | |
| 162326 TERRIT | | 2.00 | 2,208 | 2,319 | | |

Enter-PF1---PF2---PF3---PF4---PF5---PF6---PF7---PF8---PF9---PF10--PF11--PF12---
HELP CRITE LVLUP NAV PGUP PGDN FILE EXIT

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201 BAN210IN CPN/VPR/BUYDOWN TRACKING/ANALYSIS 12/27/95 15:32
PROD BANLIB GEOGRAPHIC OVERVIEW

========== SELECTION CRITERIA ==========

TIME PERIOD: 95 12/16/95 thru 12/22/95
BRAND: SS TOTAL SAVINGS
GEOGRAPHY: 1623 1623 ALBANY NY DIVIS

| --GEOGRAPHY-- | % PV | AFV/CTN | ---TOT FV--- | -SALES COST- | -TOT ALLOC- | -REM ALLOC- |
|---|---|---|---|---|---|---|
| 1623 ALBANY N | 62.5 | 2.20 | 23,847 | 24,324 | | |
| 162301 TERRIT | | 2.48 | 3,523 | 3,523 | | |
| 162302 TERRIT | | 2.38 | 1,504 | 1,517 | | |
| 162303 TERRIT | | 2.24 | 3,169 | 3,227 | | |
| 162304 TERRIT | | 2.34 | 8,153 | 8,285 | | |
| 162305 TERRIT | | 2.42 | 1,232 | 1,316 | | |
| 162306 TERRIT | | 1.75 | 2,611 | 2,626 | | |
| 162307 TERRIT | | 1.75 | 1,912 | 1,972 | | |
| 162308 TERRIT | | 2.24 | 1,656 | 1,770 | | |
| 162309 TERRIT | | 2.00 | 88 | 88 | | |

Enter-PF1---PF2---PF3---PF4---PF5---PF6---PF7---PF8---PF9---PF10--PF11--PF12---
HELP CRITE LVLUP NAV FILE EXIT

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PROD BANLIB GEOGRAPHIC OVERVIEW

========== SELECTION CRITERIA ==========
TIME PERIOD: 95 12/16/95 thru 12/22/95
BRAND: FP TOTAL FULL PRICE
GEOGRAPHY: 1626 1626 BUFFALO DIVISIO

| --GEOGRAPHY-- | % PV | AFV/CTN | ---TOT FV--- | -SALES COST- | -TOT ALLOC- | -REM ALLOC- |
|---|---|---|---|---|---|---|
| 1626 BUFFALO | 58.6 | 2.58 | 141,970 | 144,697 | | |
| 162601 TERRIT | | 2.51 | 1,931 | 2,161 | | |
| 162602 TERRIT | | 2.64 | 66,230 | 66,475 | | |
| 162603 TERRIT | | 2.90 | 4,926 | 5,091 | | |
| 162604 TERRIT | | 2.41 | 43,133 | 43,591 | | |
| 162605 TERRIT | | 2.44 | 3,254 | 3,595 | | |
| 162606 TERRIT | | 2.97 | 1,641 | 1,736 | | |
| 162607 TERRIT | | 2.46 | 2,024 | 2,222 | | |
| 162608 TERRIT | | 2.97 | 11,804 | 12,241 | | |
| 162609 TERRIT | | 2.46 | 7,042 | 7,607 | | |

Enter-PF1---PF2---PF3---PF4---PF5---PF6---PF7---PF8---PF9---PF10--PF11--PF12---
HELP CRITE LVLUP NAV FILE EXIT

51862 1069

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PROD BANLIB GEOGRAPHIC OVERVIEW

========== SELECTION CRITERIA ==========

TIME PERIOD: 95 12/16/95 thru 12/22/95
BRAND: SS TOTAL SAVINGS
GEOGRAPHY: 1626 1626 BUFFALO DIVISIO

| --GEOGRAPHY-- | % PV | AFV/CTN | ---TOT FV--- | -SALES COST- | -TOT ALLOC- | -REM ALLOC- |
|---|---|---|---|---|---|---|
| 1626 BUFFALO | 74.2 | 2.47 | 164,753 | 167,731 | | |
| 162601 TERRIT | | 2.30 | 5,599 | 5,994 | | |
| 162602 TERRIT | | 2.67 | 16,763 | 17,186 | | |
| 162603 TERRIT | | 2.46 | 77,731 | 78,179 | | |
| 162604 TERRIT | | 2.50 | 25,833 | 26,147 | | |
| 162605 TERRIT | | 1.96 | 4,253 | 4,544 | | |
| 162606 TERRIT | | 2.84 | 5,066 | 5,177 | | |
| 162607 TERRIT | | 2.03 | 2,738 | 3,169 | | |
| 162608 TERRIT | | 2.38 | 13,501 | 13,771 | | |
| 162609 TERRIT | | 2.54 | 13,268 | 13,562 | | |

Enter-PF1---PF2---PF3---PF4---PF5---PF6---PF7---PF8---PF9---PF10--PF11--PF12---
HELP CRITE LVLUP NAV FILE EXIT

51862 1070

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201 BAN210IN CPN/VPR/BUYDOWN TRACKING/ANALYSIS 12/27/95 14:48
PROD BANLIB GEOGRAPHIC OVERVIEW

========== SELECTION CRITERIA ==========
TIME PERIOD: 95 12/16/95 thru 12/22/95
BRAND: FP TOTAL FULL PRICE
GEOGRAPHY: 1636 1636 SPRINGFIELD DIV

| --GEOGRAPHY-- | % PV | AFV/CTN | ---TOT FV--- | -SALES COST- | -TOT ALLOC- | -REM ALLOC- |
|---|---|---|---|---|---|---|
| 1636 SPRINGFI | 10.9 | 2.54 | 8,778 | 8,876 | | |
| 163601 TERRIT | | 2.49 | 506 | 529 | | |
| 163602 TERRIT | | 1.76 | 157 | 178 | | |
| 163603 TERRIT | | 2.30 | 2,192 | 2,195 | | |
| 163604 TERRIT | | 2.68 | 497 | 501 | | |
| 163605 TERRIT | | 2.83 | 1,849 | 1,855 | | |
| 163607 TERRIT | | 2.38 | 994 | 1,004 | | |
| 163608 TERRIT | | 2.59 | 1,239 | 1,239 | | |
| 163609 TERRIT | | 2.83 | 1,331 | 1,361 | | |
| 163622 TERRIT | | 3.00 | 18 | 18 | | |

Enter-PF1---PF2---PF3---PF4---PF5---PF6---PF7---PF8---PF9---PF10--PF11--PF12---
HELP CRITE LVLUP NAV FILE EXIT

51862 1071

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201 BAN210IN CPN/VPR/BUYDOWN TRACKING/ANALYSIS 12/27/95 15:38
PROD BANLIB GEOGRAPHIC OVERVIEW

========== SELECTION CRITERIA ==========

TIME PERIOD: 95 12/16/95 thru 12/22/95
BRAND: SS TOTAL SAVINGS
GEOGRAPHY: 1636 1636 SPRINGFIELD DIV

| --GEOGRAPHY-- | % PV | AFV/CTN | ---TOT FV--- | -SALES COST- | -TOT ALLOC- | -REM ALLOC- |
|---|---|---|---|---|---|---|
| 1636 SPRINGFI | 25.4 | 1.90 | 5,085 | 5,172 | | |
| 163601 TERRIT | | 2.00 | 96 | 98 | | |
| 163602 TERRIT | | 1.50 | 173 | 173 | | |
| 163603 TERRIT | | 2.00 | 977 | 998 | | |
| 163604 TERRIT | | 1.88 | 265 | 304 | | |
| 163605 TERRIT | | 1.99 | 2,093 | 2,093 | | |
| 163606 TERRIT | | 2.00 | 98 | 98 | | |
| 163607 TERRIT | | 1.76 | 771 | 796 | | |
| 163608 TERRIT | | 1.59 | 252 | 252 | | |
| 163609 TERRIT | | 2.00 | 361 | 361 | | |

Enter-PF1---PF2---PF3---PF4---PF5---PF6---PF7---PF8---PF9---PF10--PF11--PF12---
HELP CRITE LVLUP NAV FILE EXIT

51862 1072

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201 BAN210IN CPN/VPR/BUYDOWN TRACKING/ANALYSIS 12/27/95 14:57
PROD BANLIB GEOGRAPHIC OVERVIEW

========== SELECTION CRITERIA ==========
TIME PERIOD: 95 12/16/95 thru 12/22/95
BRAND: FP TOTAL FULL PRICE
GEOGRAPHY: 1638 1638 NASHUA NH DIVIS

| --GEOGRAPHY-- | % PV | AFV/CTN | ---TOT FV--- | -SALES COST- | -TOT ALLOC- | -REM ALLOC- |
|---|---|---|---|---|---|---|
| 1638 NASHUA N | 19.2 | 2.42 | 20,137 | 20,709 | | |
| 163801 TERRIT | | 3.01 | 1,355 | 1,500 | | |
| 163802 TERRIT | | 2.07 | 2,321 | 2,426 | | |
| 163803 TERRIT | | 2.82 | 3,006 | 3,032 | | |
| 163804 TERRIT | | 2.43 | 6,404 | 6,501 | | |
| 163805 TERRIT | | 2.03 | 1,884 | 1,943 | | |
| 163806 TERRIT | | 2.38 | 1,651 | 1,694 | | |
| 163807 TERRIT | | 2.44 | 2,365 | 2,424 | | |
| 163808 TERRIT | | 2.66 | 1,099 | 1,127 | | |
| 163823 TERRIT | | 1.55 | 35 | 35 | | |
| 163829 TERRIT | | 3.25 | 25 | 33 | | |

Enter-PF1---PF2---PF3---PF4---PF5---PF6---PF7---PF8---PF9---PF10--PF11--PF12---
HELP CRITE LVLUP NAV FILE EXIT

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201 BAN210IN CPN/VPR/BUYDOWN TRACKING/ANALYSIS 12/27/95 15:05
PROD BANLIB GEOGRAPHIC OVERVIEW

========== SELECTION CRITERIA ==========
TIME PERIOD: 95 12/16/95 thru 12/22/95
BRAND: SS TOTAL SAVINGS
GEOGRAPHY: 1638 1638 NASHUA NH DIVIS

| --GEOGRAPHY-- | % PV | AFV/CTN | ---TOT FV--- | -SALES COST- | -TOT ALLOC- | -REM ALLOC- |
|---|---|---|---|---|---|---|
| 1638 NASHUA N | 40.0 | 2.05 | 9,789 | 10,088 | | |
| 163801 TERRIT | | 1.81 | 217 | 251 | | |
| 163802 TERRIT | | 1.70 | 990 | 1,090 | | |
| 163803 TERRIT | | 1.78 | 1,032 | 1,034 | | |
| 163804 TERRIT | | 2.13 | 2,496 | 2,554 | | |
| 163805 TERRIT | | 2.00 | 996 | 1,030 | | |
| 163806 TERRIT | | 2.46 | 2,802 | 2,806 | | |
| 163807 TERRIT | | 1.82 | 347 | 360 | | |
| 163808 TERRIT | | 1.89 | 910 | 969 | | |

Enter-PF1---PF2---PF3---PF4---PF5---PF6---PF7---PF8---PF9---PF10--PF11--PF12---
HELP CRITE LVLUP NAV FILE EXIT

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